

Message Text

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ACTION EB-11

INFO OCT-01 EUR-25 ISO-00 COME-00 TRSE-00 STR-08 CIAE-00

INR-10 NSAE-00 RSC-01 SCEM-02 PA-03 PRS-01 USIA-15

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R 121716Z OCT 73

FM AMEMBASSY LONDON

TO SECSTATE WASHDC 4741

UNCLAS LONDON 11847

E.O. 11652: N/A

TAGS: ETRD, ENRG, UK

SUBJECT: MINISTER CHATAWAY ESCHEWS A CRUDE "BUY-BRITISH"
POLICY FOR NORTH SEA OIL PROCUREMENT

REF: (A) STATE 188451, (B) LONDON 10868, (C) LONDON
10594

1. IN HIS OPENING REMARKS TO AN OFFSHORE OIL CONFERENCE HELD IN LONDON OCTOBER 3-4, MINISTER FOR INDUSTRIAL DEVELOPMENT CHRISTOPHER CHATAWAY STATED THAT "WE (HMG) ARE NOT OPERATING A CRUDE "BUY-BRITISH" POLICY SEEKING TO FORCE ON OPERATING COMPANIES (ORDERING EQUIPMENT FOR NORTH SEA OPERATIONS) INADEQUATE OR UNCOMPETITIVE GOODS . . . BUT THERE CAN BE OCCASIONS, PARTICULARLY SINCE MANY OF THE COMPANIES HAVE TRADITIONAL LINKS WITH OVERSEAS SUPPLIERS, WHERE THE CLAIMS OF BRITISH FIRMS TRYING TO GET A FOOTHOLD IN THE BUSINESS CAN BE OVERLOOKED. WE ARE DETERMINED TO SEE THAT THIS SHOULD NOT HAPPEN."

2. MINISTER CHATAWAY ADDED THAT DTI'S OFFSHORE SUPPLIES OFFICE HAS BEEN MONITORING POTENTIALLY LARGE ORDERS AND, WHEN IT DISCOVERS CONTRACT MAY GO TO FOREIGN COMPANY, OIL COMPANY PLACING AN ORDER IS ASKED WHETHER POSSIBILITY OF GIVING BUSINESS TO A UK COMPANY HAS BEEN FULLY
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CONSIDERED. CHATAWAY NOTED THAT IN SOME CASES BRITISH

FIRMS HAD EXPRESSED FEAR THEY WERE NOT GIVEN FAIR OPPORTUNITY TO COMPETE, AND HE CONFIRMED THAT DTI DOES CONDUCT RANDOM SPOT CHECKS OF ORDERS BEING CONSIDERED OPERATING COMPANIES.

3. MINISTER CHATAWAY'S REMARKS WERE NOT DELIVERED FROM PREPARED TEXT. IF, HOWEVER, THEY ARE INCLUDED IN CONFERENCE PROCEEDINGS TO BE PUBLISHED LATER THIS MONTH, EMBASSY WILL FORWARD TEXT IN ITS ENTIRETY. ANNENBERG

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Message Attributes

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Disposition Event:
Disposition History: n/a
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Drafter: n/a
Enclosure: n/a
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